



Elite Club

Featured Member:

Kelcey Myers

1. How long have you worked in title sales? **I just started in the title space 17.5 years ago.**
What company do you work for? **I work for Fidelity and have since day one October 23rd 2000.**
2. How do you stay on top of your goals every month, business and personal? **I stay on top of my goals monthly because what I do daily. Same goes for personal, it's easy to be distracted and get out of my lane. So I stay in my lane and always play the tape forward on if I don't have my goals in mind.**
How many months this year have you reached your goals? **Depends on the goals that you want to know about. Business I am 13k ahead of where I was last year at this same time and monthly for March I was 27k ahead of the previous year. As for personal, I get activity everyday unless I have the flu. I'm active and need to be that way since that is my goal for a workout or activity of sort EVERYDAY of the year.**
3. What is the #1 thing that gets you an appointment with a target? **My reputation usually works in my favor as well as my persistent ways. I'm not going to take no forever.**
4. How do you go after a TOP producer? **I use referrals for top producers. They want to know what other top producers use you and why.**
5. What weakness did you overcome while you were in coaching? **I overcame a lot of them. I had to get out of my own way and get over fear. Fear of rejection, fear of saying the wrong thing, fear of fear. I also had to learn to stay in my lane and stay focused and tune the noise out.**
How is it different as of today? **I don't what I did before. I am who I am now. Coaching has taught me to be confident in my skills, my trade and myself. DON'T EVER second guess that.**

6. How do you stay motivated if business slows down? **I do freak out and then I do what I do EVERYDAY, Prospect. Everyday day in and day out. I also know that if I have a bad day, tomorrow is a new day and I focus on the wins. What wins did I have that day and I focus on those?**
What do you do to pick it back up? **Prospect, classes, happy hours, calls to brokers. Whatever it takes to get in the door to create a new relationship.**
7. What do you do to keep a strong relationship with your team? **I am always in the office and or calling them. I make sure they know I'm always on their side and never against them. They are my biggest client!**
8. What are some take-aways or systems that you implement from coaching that work well? **Project book, the birthday email, purposeful prospecting, FB and IG guide. Oh and making sure my database is organized like no other.**
9. What advice do you have for a new sales executive getting into title? **RUN!!! JK J be the expert. Be the best in the field and surround yourself with the best. Answer your phone and emails and texts and NEVER pass your client to someone else. You get the answer and then give it to the client. If you don't feel comfortable then, do a 3 way call on that phone you have.**
10. What advice do you have for someone who really wants to grow their business? **Get out of your way. What should they do every day? Prospect with a purpose!!!!**
11. What's the highest closing month (or year) you have ever had in your career? **It was well over 320k and I closed out last year at nearly 2.9mill**
Why do you think that was? **I worked my tail off and was getting my feet on the ground with delegating to my assistant.**
What did you do different other than any market increase? **I really hammered on the Project book and dialing the systems in. last year we were a well-oiled machine and look to be better this year.**
12. Anything else you want to share with the Elite Club members that could help them in their business? **Prospect every day! And I always say, "Just get me up to bat and I will do the rest". Get the referrals and do the work and follow up.**